



BLUE SKY
marketing

**Pretty is Not Always Functional :
Getting the Website Your
Company Needs**

Great Reasons for Redesign

- Go Responsive
- Improve SEO Ranking
- Improve Lead Generation Performance
- Changing Business Models
- New Branding
- Modernize / Freshen Up



Assess Current Site Honestly



- Ask Sales Team
- Ask Customers
- Look at Your Analytics

Set Project Scope

- Budget
- Features and Functionality
- Priorities: Must Haves / Nice to Haves
- Future Expansion Plans (Phases 2, 3, 4)



Decide Who's on the Team



- Internal Stakeholders
- SEO Team (Copywriting and Consult)
- Website Development Partner

Content Audit

- Create an Inventory of Usable Collateral
- Identify Gaps
- Build a Content Strategy



Choose the Right Partner

- Ask to see Sample Websites
- Ask about their Process for Sites
- Ask for References re Project Management
- Test their Sites
- Confirm Sites Built with CMS

Have a Kick-Off Meeting

- Yes. Not Open to Discussion.

UX / UI = Design for Users

- What are your CTAs? Do they change per page?
- Review Site Against Stated Goals at Every Milestone
- Design for Optimization and for Goals
- Start with Mobile

Plan SEO In Advance

- What content needs to change?
- What areas are you weak in?
- How do people currently find you?
- Export a URL list and look for surprises



Timeline Management

- Take Your Time but ...
- Plan for Constant Evolution





**Ready to Go
Live?**

Really?

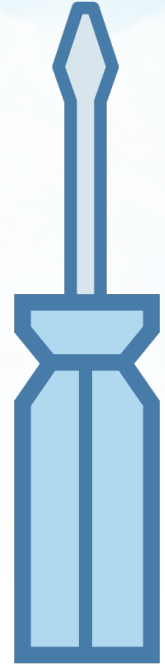
Test, Test, Test

- Get Real Users to Test
- Test All Forms
- Verify Lead Forms Route Correctly
- Check Phone Numbers



Tool List

- Site Speed
 - <https://developers.google.com/speed/pagespeed/>
- Responsive Testing
 - <http://lab.maltewassermann.com/viewport-resizer/>
- Google Tag Manager
 - <https://www.google.com/analytics/tag-manager/>



Set Tracking in Analytics



- Check Analytics Installation
- Create Goals In Analytics
- Install Google Tag Manager
 - Create Events

Check URL Changes

- Ad Campaigns
- Email Templates



Redirect Plan

- Did URLs change?
- Server Redirect in Place?
 - Use these words “HTAccess Redirect File”

SEO Implementation

- Verify Meta Data Title & Description

Riel Restaurant

<https://www.rielhtx.com/> ▼

1927 Fairview Street — **Houston**, TX — 832-831-9109.

Verify Ad Links

- Check All Ad Accounts
- Verify Conversion Tracking Pixels

Benchmark One Last Time

After you Go Live

- Submit Sitemap to Google
 - and other Search Engines
- Mark Go Live Date in Analytics
- Start Monitoring for Unexpected Changes

The background of the image is a bright blue sky filled with soft, white, fluffy clouds. The clouds are scattered across the frame, with some larger, more prominent ones in the upper left and center, and smaller, wispy ones towards the bottom and right. The overall lighting is bright and airy, suggesting a clear, sunny day.

Q&A